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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 7, 2013 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	03/14/2013

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

ALSO PRESENT

April Finch, Keller Williams
Regina Lundeen, Delaware Association of Realtors
Sal Sedita, Delaware School of Real Estate
Larry Tims, Keller Williams

CALL TO ORDER

Ms. Benson called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Doyle, seconded by Mr. Burns, to approve the January 3, 2013 minutes as presented. Motion unanimously carried.

Ms. Benson advised the Committee that she will be opening up a real estate school in 2013 and wanted the Committee's input as to if they feel it would be a conflict of interest if Ms. Benson was the Chairperson and had

a real estate school. The Committee discussed the situation and decided that it would not be a conflict of interest as long as Ms. Benson recused herself from reviewing any applications submitted by her school.

UNFINISHED BUSINESS

Continuing Education Audit

The Committee reviewed the continuing education audits off the record.

NEW BUSINESS

Review of Course Provider Applications

A motion was made by Mr. Riale, seconded by Mr. Doyle, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware School of Real Estate

Course Title: Broker Price Opinion/CMA Course **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Business Planning and Marketing including Social Media **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Real Estate Institute of Delaware, LLC.

Course Title: Associate Broker and Broker Licensing Course **Approved**
Credit Hours: 99.0
Broker's Licensing Course

Course Provider: The Frederick Academy of Real Estate

Course Title: Residential Leasing **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Property Management Course 2 **Approved**
Credit Hours: 3.0
Module: 6

Course Provider: Home Builders Association of Delaware

Course Title: Communicating the Value of High Performance Green Homes **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Building Science and the Opportunities from Change **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of Realtors

Course Title: Introduction to Commercial Real Estate

Approved

Credit Hours: 3.0

Module: 6

Course Provider: Ward & Taylor LLC

Course Title: Legislative Landmines

Approved

Credit Hours: 5.0

Module: 6

Course Provider: Joseph A. Giordano, Esquire

Course Title: DE Statewide Agreement of Sale for Residential Property

Approved

Credit Hours 3.0

Modules: New Licensee Module 2, Continuing Education Module 3 **Approved**

Course Provider: DE Chapter, National Association of Housing & Redevelopment Officials

Course Title: Fair Housing Amendments Act of 1988

Denied – Course does not cover Agency

Credit Hours: 3.0

Module: 1

A motion was made by Ms. Reagan, seconded by Ms. Klimowicz, to recommend tabling of the following item as noted below. Motion unanimously carried.

Course Provider: The Frederick Academy of Real Estate

Course Title: Property Management Course 1

**Tabled for New Outline as Submitted Outline Covers
Broker's Fiduciary Duties**

Credit Hours: 3.0

Module: 6

Review of Instructor Applications

A motion was made by Mr. Riale, seconded by Ms. Brodoway, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Virginia Egan **Denied – Applicant does not have 5 years experience**

Pre-Licensing Course: Orientation, Real Estate Mathematics

Eugene Millman **Approved**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, Continuing Education Module 7 – Blue Print to Success, Surviving & Thriving in Today's Market, Perfecting Your Listing Presentation, NAR's "At Home with Diversity", All GRI Courses

Pre-Licensing Course: Orientation, Real Estate Sales

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Ethics, Legal and Governmental Aspects of Real Estate

Christopher Cashman **Approved**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Business Planning & Marketing, HUD Training

Donna Greenspan **Approved**

Continuing Education: Continuing Education Module 7 – Marketing & Social Media

Larry Tims **Approved**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment, Mathematics

Paul Pantano **Approved**

Continuing Education: New Licensee Modules 1 & 2, Continuing Education Modules, 3, 6 & 7 – Buying Bank Owned Homes, Buying a Fannie Mae Home

Pre-Licensing Course: Orientation

Broker's Course: Real Estate Documents, Real Estate Investment

Joseph Giordano **Approved**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Common Listing Problems and Solutions

Pre-Licensing Course: Real Estate Law

Gordon Cooke **Approved**

Continuing Education: Module 7 – Building Science Principles, Green Housing Programs, High Performance Houses, HVAC Basics, Houses that Work, Indoor Air Quality/Mold/Moisture

Michael Haritos **Approved**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation, Real Estate Sales

Laura Robelen **Approved**

Continuing Education: New Licensee Modules 1 – 4

Pre-Licensing Course: Orientation, Real Estate Sales

A motion was made by Ms. Woerner, seconded by Ms. Klimowicz, to recommend approval with modifications, of the following items noted below. Motion carried with Ms. Brodoway and Mr. Riale opposed.

Colin McGowan **Approved with Modification – No Appraisal Courses to be Taught**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, and Continuing Education Module 7 – Foreclosure, Appraising, Short Sales, RE Hot Buttons and Issues, Dispute Avoidance and Resolution, Environmental Issues, Anatomy of a House

Pre-Licensing Course: Orientation, Real Estate Sales

A motion was made by Ms. Reagan, seconded by Mr. Riale, to recommend the approval be contingent, of the following items noted below. Motion unanimously carried.

Vincent White **Approved Contingent for Resume (Not eligible to teach Real Estate Law)**

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6, Continuing Education Module 7 – Property Management, Residential Leasing, Risk Management Strategies, How to do Business in Incorporated Areas

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Law

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Legal & Governmental Aspects of Real Estate, Real Estate Investment

Review of Student Requests for Approval of Continuing Education Activities

A motion was made by Mr. Doyle, seconded by Mr. Riale, to recommend approval, denial or tabling, of the following items noted below. Motion carried unanimously carried.

Student Name: Christine Davis **Approved for Module 7 Only**

Course Title: Certified Distressed Property Expert

Course Provider: Distressed Property Institute, LLC.

Credit Hours: 14.0

Module(s): 6 & 7

Student Name: Cindy Benjamin **Tabled for Instructor Resume and Course Outline**

Course Title: NAR Ethics

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 1

Student Name: Linda Hallbrook **Tabled for Instructor Resume and Course Outline**

Course Title: NAR Ethics

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 1

Student Name: Bryan Barr **Approved for Module 7 Only**

Course Title: Certified Distressed Property Expert

Course Provider: Distressed Property Institute, LLC.

Credit Hours: 14.0

Module(s): 6 & 7

NEW BUSINESS

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that the Commission reviewed the proposed requirements to be eligible as a member of the Education Committee. The Commission forwarded the proposal to their Sub-Committee on Reciprocity and Education.

UNFINISHED BUSINESS

Review Draft of Proposed Regulatory Changes to the Education Guidelines Allowing the Hours Accumulated after Successful Completion of the Broker's Pre-Licensing Course towards the Required Continuing Education– Ms. Benson

The Committee reviewed the draft of the proposed regulatory changes Ms. Benson drafted which would allow the hours accumulated after the successful completion of the broker's pre-licensing course to be used for the required continuing education. Mr. Riale stated that the Education Committee should revisit their previous decision and to rescind the proposal, as the course is a pre-licensing course, not continuing education courses. The Committee decided not to revisit their previous proposal and to continue with the proposal. Mr. Burns suggested that the proposal, if approved should be made retroactive, beginning on May 1, 2012.

Ms. Brodoway made a motion, seconded by Mr. Doyle; to recommend to the Commission that anyone who successfully completes the broker's pre-licensing course on or after May 1, 2012, the hours accumulated can be used towards the required continuing education. Motion unanimously carried.

Ms. Brodoway made a motion, seconded by Mr. Doyle to send the following language to the Commission regarding the use of broker's pre-licensing hours counting towards continuing education hours.

Upon successful completion of an approved broker's licensing course, individuals shall receive 21 hours of mandatory continuing education credit for the biennial licensing period. A certificate will be produced by the course provider stating that Modules 1-7 have been satisfied upon successful completion of the course. This shall be retroactive for all licensees that have successfully completed the brokers licensing course after May 1, 2012.

Motion carried with Ms. Woerner abstaining.

Mr. Reagan made a motion, seconded by Mr. Burns to add the language to section 6.0 of the guidelines and section 13.0 of the Commission's regulations. Motion unanimously carried.

Discussion Regarding Hosting an Informational Workshop for Course Providers

Mr. Doyle made a motion, seconded by Mr. Burns to table this item. Motion unanimously carried.

CORRESPONDENCE

Review Correspondence from Christopher Moody, Director of Corporate and Community Programs with Delaware Technical and Community College

The Committee reviewed the correspondence from Christopher Moody, regarding the pre-licensing course that began in September 2012, which was not approved. Mr. Moody apologized for the oversight and thanked the Commission for their approval of the course. He also noted that in the future, the College will abide by all education guidelines.

Review Al Hause's Resignation Letter to the Committee

The Committee reviewed Mr. Hause's resignation letter to the Committee. Ms. Williams advised the Committee that Mr. Hause's resignation creates a Kent County Public Member Vacancy on the Committee.

UNFINISHED BUSINESS

Review Request for Reconsideration from Leland Scott Berry

The Committee reviewed Leland Scott Berry's request for reconsideration for the student request for continuing education credit which was previously submitted. Ms. Klimowicz made a motion, seconded by Mr. Doyle, to approve the course titled "RESPA Reform" Mr. Berry completed with the Career WebSchool for Continuing Education Module 5. Motion carried with Mr. Riale abstaining.

Review Previously Tabled Instructor Application for Matt Longo

The Committee reviewed Matt Longo's previously tabled instructor Application. Mr. Burns made a motion, seconded by Ms. Woerner, to approve Matt Longo for the following:

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 7

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents, Legal & Governmental Aspects of Real Estate

Motion unanimously carried.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

Mr. Tims addressed the Committee voicing his appreciation to the Committee and Commission for allowing the hours accumulated by successfully completing the broker's pre-licensing course, be applied towards the required continuing education.

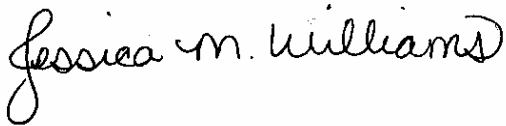
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, March 7, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Doyle made a motion, seconded by Mr. Burns, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:52 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II